

**Before the
Federal Communications Commission
Washington, D.C. 20554**

In the Matter of)	CG Docket No. 02-278
)	
Rules and Regulations Implementing)	
)	
the Telephone Consumer Protection)	
)	
Act of 1991)	

**OPPOSITION TO PETITION FOR STAY
OF THE AMERICAN BUSINESS MEDIA**

I respectfully submit this reply to the American Business Media's (ABM") Petition for Stay in regard to the Commission's new requirements and the Commission's reversal on the Existing Business Relationship ("EBR") dealing with facsimile advertisements. [In the Matter of Rules and Regulations Implementing the Telephone Consumer Protection Act of 1991, Report and Order, FCC Rcd., 03-153 (F.C.C. Jul 03, 2003), 68 FR 44144-01.]

In the June 26th adoption of the Commission Report and Order the Commission reversed its earlier opinions that a prior EBR constitutes prior express consent to receive facsimile advertisements. Such a reversal is appropriate given the plain language of the statute, the intent of Congress and the unanimous decisions handed down by the courts that have addressed this issue¹.

I work for a federal contractor at a federal facility and see many unsolicited facsimile advertisements. This year alone over 400 unsolicited facsimile advertisements were received on the fourteen (14) facsimile machines that I have access to. Included in those facsimiles are advertisements for subscription renewals². Apparently this is occurring at federal facilities all over the country. Such facsimiles are not only a violation of the TCPA they are also trespass upon, conversion of and theft of government property.

The engineers I work with provide their facsimile numbers when submitting RFP's (Request for Proposal) on their projects. Permission to transmit unsolicited facsimile advertisements is never given – that is not only company policy it is also federal law that prohibits the use of federal property for advertising purposes.

¹ See comments of Kondos & Kondos Law Offices, John Holcomb Esq. and Robert Biggerstaff

² See attached – the Commission may note that only 1 out of the 15 unsolicited facsimile advertisements contain the required header information. Additionally 1 recipient claims to have never subscribed to the magazine or provided his fax number for a subscription..

ABM's petition incorrectly claims that their facsimile advertisements to renew subscriptions are protected news media items. A news article and a facsimile advertisement to renew a magazine subscription are two entirely different things. The latter is a commercial advertisement as defined by the TCPA.

ABM's petition also incorrectly claims that the recipients of the unsolicited facsimile advertisements will suffer no harm. Of the 15 facsimiles received most were addressed to individuals that have never used that fax number. Some of the individuals have never even been employed by my company. The facsimile numbers were never provided to anyone as it is against company policy to provide company facsimile numbers for other than a business purpose. How they were obtained is therefore questionable.

In that light it is only prudent that everyone obtain permission by signature and telephone number prior to transmitting a facsimile advertisement. Asking for permission during an initial contact with someone does not take that much more time or any extra record keeping. ABM and their members should **and already are**³ doing so.

In conclusion, there is no exemption in the TCPA for the news media in regard to the transmission of facsimile advertisement. It is not labor intensive or burdensome to obtain the signature authorization and telephone number prior to transmitting an unsolicited facsimile advertisement. It is not only the proper thing to do but it will also help those entities engaged in legitimate business activities from violating the TCPA. A stay as requested by ABM will harm the general public. As such the Commission has made the proper determination in its ruling adopted June 26th, 2003. and I respectfully request that ABM's request for a stay be denied.

Respectfully submitted,

_____/s/_____

Joe Shields
Texas Government & Public Relations Spokesperson for Private Citizen Inc.
16822 Stardale Lane
Friendswood, Texas 77546

³ The Commission may note that most of the attached facsimile advertisements for subscription renewal capture a signature and permission.

1465949 R1003B

Deliver Immediately to Addressee

CHI

MANAGER

PO BOX 58
HOUSTON, TX 77

☐ **Yes**, I want to continue to receive my **FREE** subscription to Network World, the leading industry resource for network IT executives.

☐ No, thank you.

Your Signature

Today's Date

R1003B

1 What is the principal business activity at your location? (check ONE only)

01. ☐ Manufacturing (other)
02. ☐ Finance/Banking
03. ☐ Insurance/Real Estate/Legal
04. ☐ Health Care Services
05. ☐ Hospitality/Entertainment/Recreation
06. ☐ Media/TV/Cable/Radio/Print
07. ☐ Retail/Wholesale Trade/Business Services
08. ☐ Transportation
09. ☐ Utilities/Process Industries (Mining/Construction/Petroleum Refining/Agriculture/Forestry)
10. ☐ Government/Military
11. ☐ Consulting (independent)*

12. ☐ Education
13. ☐ Carriers/Voice/Data/ISP
14. ☐ Web Hosting/HSP
15. ☐ ASP/SSP/MSP
16. ☐ Manufacturing (Computer/Communications/OSM)
17. ☐ Resellers/VARs/VADs/Integrators/Distributors (Computers/Communications)*
18. ☐ Other (please specify) _____

*ATTN CONSULTANTS, INTEGRATORS, DISTRIBUTORS, RESELLERS: PLEASE COMPLETE FORM BASED ON ALL CLIENTS AND YOUR OWN BUSINESS NEEDS.

2 P: What is your primary job function? (check ONE only)

A: What additional job functions are you involved in? (check ALL that apply)

- P ☐ 1. ☐ Network Management
☐ 2. ☐ CIO/CTO/CSD/IS/TMIS/Systems Management
☐ 3. ☐ LAN Management
☐ 4. ☐ Datacom/Telecom Management
☐ 5. ☐ Internet/Intranet/Web/E-Commerce Management

- P ☐ 6. ☐ Engineering Management/
Applications Management
☐ 7. ☐ Corporate Management (CEO, COO,
CFO, Pres., VP, Dir., Mgr.)
☐ 8. ☐ Consultant (independent)
☐ 9. ☐ Other (please specify) _____

3 What is the estimated value of network equipment and services that you specify, recommend, or approve the purchase of for this location and for all other locations?

A. THIS LOCATION

B. ALL OTHER LOCATIONS

(Please print the appropriate number code on the line next to each product category. Please complete ALL categories A-P.)

- | | | |
|--|---|---|
| 1. <input type="checkbox"/> \$100 Million or More | A <input type="checkbox"/> Large Systems (Mainframe/Mining) | I <input type="checkbox"/> Intranet/Extranet |
| 2. <input type="checkbox"/> \$50 Million to \$99.9 Million | B <input type="checkbox"/> Desktops (Personal/Laptop/Workstation) | J <input type="checkbox"/> Internetworking (including Routers, Bridges) |
| 3. <input type="checkbox"/> \$25 Million to \$49.9 Million | C <input type="checkbox"/> Mobile (including PDAs, Wireless) | K <input type="checkbox"/> Storage |
| 4. <input type="checkbox"/> \$10 Million to \$24.9 Million | D <input type="checkbox"/> Servers | L <input type="checkbox"/> Remote Access |
| 5. <input type="checkbox"/> \$1 Million to \$9.9 Million | E <input type="checkbox"/> LANs | M <input type="checkbox"/> Peripherals (including Printers) |
| 6. <input type="checkbox"/> \$100,000 to \$999,999 | F <input type="checkbox"/> WAN Equipment | N <input type="checkbox"/> Software |
| 7. <input type="checkbox"/> \$50,000 to \$99,999 | G <input type="checkbox"/> Carrier Services | O <input type="checkbox"/> Services/Support Services |
| 8. <input type="checkbox"/> Under \$50,000 | H <input type="checkbox"/> Internet/Web/E-Commerce | P <input type="checkbox"/> Security |
| 9. <input type="checkbox"/> None of the above | | |

4 What is the total number of sites for which you have purchase influence? (check ONE only)

1. ☐ 100+ 2. ☐ 50 to 99 3. ☐ 20 to 49 4. ☐ 10 to 19 5. ☐ 2 to 9 6. ☐ 1 7. ☐ None

10 Please indicate the platforms that are currently installed/planned. (check ALL that apply)

A. CURRENTLY INSTALLED

B. PLAN TO PURCHASE

NETWORK PROTOCOLS

- A ☐ 01. ☐ TCP/IP v4
02. ☐ TCP/IP v6
03. ☐ SNA/APPN/APPN/LLU6.2
04. ☐ Novell IPX/SPX
05. ☐ NETBIOS/NETBUEI
06. ☐ NFS
07. ☐ Other Network Protocols

LAN/WAN ENVIRONMENT

- A ☐ 08. ☐ Gigabit Ethernet
09. ☐ Switched Ethernet
10. ☐ Fast Ethernet
11. ☐ Ethernet
12. ☐ ATM
13. ☐ Token Ring
14. ☐ Layer 3-7 Switching
15. ☐ FDDI
16. ☐ Fibre Channel/ISCSI
17. ☐ Wireless LANs
18. ☐ Infiniband
19. ☐ DSL
20. ☐ ISDN

- A ☐ 21. ☐ Frame Relay
22. ☐ Private Line T1, T3, OC-3, OC-12
23. ☐ Other LAN/WAN Environment

DESKTOP/SERVER OPERATING SYSTEMS

- A ☐ 24. ☐ Windows XP
25. ☐ Windows 2000
26. ☐ Windows 95/98/ME
27. ☐ Windows NT
28. ☐ Novell NetWare 4.x, 5.x, 4.x, 3.x, 2.x
29. ☐ Linux
30. ☐ UNIX
31. ☐ SOLARIS
32. ☐ IBM MVS/VM/ASE/ESA
33. ☐ OS/400
34. ☐ Digital VMS
35. ☐ Macintosh
36. ☐ Palm OS
37. ☐ Windows CE
38. ☐ Other Operating System

None of the above (1-38) ☐ 39. ☐

NetworkWorld RENEWAL NOTICE

Urgent! Please complete this renewal form and fax it back immediately. Failure to renew NOW could result in subscription termination.

Please fax completed form to

847-291-4816

or renew online at

renew.nww.com/er1003b

8 Please indicate the Web/Security/LAN/Internetworking/Wireless/Mobile/WAN Equipment/Carrier Services that you are currently involved in purchasing or plan to purchase. (check ALL that apply)

A. CURRENTLY INVOLVED IN PURCHASING

B. PLAN TO PURCHASE

WEB

- A ☐ 01. ☐ Web Servers/Software
02. ☐ Web Traffic Management
03. ☐ Electronic Commerce Tools
04. ☐ Web Development Tools/Content Mgmt.
05. ☐ Web Collaboration/Groupware
06. ☐ Web Acceleration/Caching/Load Balancing
07. ☐ Web Hosting Services
08. ☐ Portal/Intranet
09. ☐ Other Web

SECURITY

- A ☐ 10. ☐ Firewalls
11. ☐ Anti-Virus Software
12. ☐ Public Key Encryption (PKC)
13. ☐ DES Encryption Tools
14. ☐ Authentication Tools
15. ☐ Intrusion Detection
16. ☐ Biometrics
17. ☐ VPN Equipment
18. ☐ VPN Security
19. ☐ VPN Services
20. ☐ Other Security

LAN/INTERNETWORKING

- A ☐ 21. ☐ Fast Ethernet
22. ☐ Gigabit Ethernet
23. ☐ Layer 3-7 Switches
24. ☐ ATM Switches
25. ☐ Routers
26. ☐ Network Attached Storage (NAS)
27. ☐ Storage Area Networks (SANs)
28. ☐ Storage Backup (Optical, Disk, Tape, RAID)
29. ☐ Disaster Recovery/Business Continuity
30. ☐ Storage Resource Management
31. ☐ Network Test/Diagnostic Tools/Analyzers
32. ☐ Uninterruptible Power Supplies (UPS)
33. ☐ Network Interface Cards (NICs, PCMCIA)
34. ☐ Hubs/Intelligent Hubs/Stackable Hubs
35. ☐ Cables, Connectors, Baluns
36. ☐ Wiring/Fiber Systems
37. ☐ Net Management Systems
38. ☐ Voice over IP (VoIP) Tools
39. ☐ Other LAN/Internetworking

WIRELESS/MOBILE

- A ☐ 40. ☐ Fixed Wireless LAN Equip/
Services incl. 802.11
41. ☐ Wireless/Cell Phones
42. ☐ PDAs
43. ☐ Bluetooth
44. ☐ Mobile Data Equipment/ Services
45. ☐ Other Remote/Wireless

WAN EQUIPMENT

- A ☐ 46. ☐ Frame Relay Equipment
Bandwidth Managers/Shaping/
QoS Tools
47. ☐ Optical Networks/Switches
48. ☐ Voice/Video over IP Gateways
49. ☐ Modems/Cable Modems
50. ☐ xDSL Products
51. ☐ Diagnostic Test Equipment
52. ☐ DSOs/CSUs
53. ☐ PBXs
54. ☐ Public Network Equipment
55. ☐ Call Center Tools
56. ☐ Video Conferencing Gear
57. ☐ ISDN Equipment/Services
58. ☐ Other WAN Equipment/Services

CARRIER SERVICES

- A ☐ 60. ☐ Internet Access Service/ISP
61. ☐ Private Lines
62. ☐ Frame Relay Services
63. ☐ ADSL/DSL
64. ☐ T-1/T-3 Services
65. ☐ ATM Services
66. ☐ Managed Services
67. ☐ LAN-Extension Services
68. ☐ OC-3/OC-12
69. ☐ Wavelength Services
70. ☐ Other Carrier Services

None of the above (1-70) ☐ 71. ☐

9 Please indicate the Systems/Peripherals/Software/Applications/Business Services that you are currently involved in purchasing or plan to purchase. (check ALL that apply)

A. CURRENTLY INVOLVED IN PURCHASING

B. PLAN TO PURCHASE

SYSTEMS/PERIPHERALS

- A ☐ 01. ☐ Laptops
02. ☐ Desktops
03. ☐ Intel-based Servers
04. ☐ Risc-based Servers
05. ☐ Applications Servers
06. ☐ Blade Servers
07. ☐ Print/Fax/Video Servers
08. ☐ Remote Access Servers
09. ☐ Mid-range Systems (including Workstations)
10. ☐ Mainframes
11. ☐ Printers
12. ☐ Network Copiers/Printers (hybrid)
13. ☐ Enclosures/Racks/Furniture
14. ☐ KVM Switches
15. ☐ Other Computers/Peripherals

SOFTWARE/APPLICATIONS

- A ☐ 16. ☐ Web Services
17. ☐ Desktop/Server Operating Systems
18. ☐ Network/Systems Management
19. ☐ Application Management
20. ☐ SLA Management
21. ☐ Directory Services

- A ☐ 22. ☐ E-Mail/Unified Messaging
23. ☐ Groupware
24. ☐ Database Management Systems
25. ☐ Customer & Supplier Resource Mgmt.
26. ☐ Enterprise Resource Planning (ERP)
27. ☐ XML Tools
28. ☐ Desktop Videoconferencing
29. ☐ Middleware
30. ☐ Data Warehousing/Business Analytics/EIS
31. ☐ Enterprise Application Integration (EAI)
32. ☐ Applications Development Tools
33. ☐ Other Software/Applications

BUSINESS SERVICES

- A ☐ 34. ☐ ASP/MSP/SSP Services
35. ☐ Systems Integration/Consulting
36. ☐ Education/Training Services
37. ☐ Other Services

None of the above (1-37) ☐ 38. ☐

Form: 0003

1465949 R1003B

Deliver Immediately to Addressee

CHUCK SWENSON, PROGRAM MANAGER
 LOCKHEED MARTIN
 PO BOX 58980 MS L1C
 HOUSTON, TX 77258

R1003B

5 What is the total number of Servers/Clients installed/planned at your location/in your entire organization? (check ONE box in each column)

SERVERS		CLIENTS	
At Location	Entire Org.	At Location	Entire Org.
<input type="checkbox"/> 1. 50,000+	<input type="checkbox"/>	<input type="checkbox"/> 1. 50,000+	<input type="checkbox"/>
<input type="checkbox"/> 2. 10,000 to 49,999	<input type="checkbox"/>	<input type="checkbox"/> 2. 10,000 to 49,999	<input type="checkbox"/>
<input type="checkbox"/> 3. 1,000 to 9,999	<input type="checkbox"/>	<input type="checkbox"/> 3. 1,000 to 9,999	<input type="checkbox"/>
<input type="checkbox"/> 4. 100 to 999	<input type="checkbox"/>	<input type="checkbox"/> 4. 100 to 999	<input type="checkbox"/>
<input type="checkbox"/> 5. 50 to 99	<input type="checkbox"/>	<input type="checkbox"/> 5. 50 to 99	<input type="checkbox"/>
<input type="checkbox"/> 6. 10 to 49	<input type="checkbox"/>	<input type="checkbox"/> 6. 10 to 49	<input type="checkbox"/>
<input type="checkbox"/> 7. 1 to 9	<input type="checkbox"/>	<input type="checkbox"/> 7. 1 to 9	<input type="checkbox"/>
<input type="checkbox"/> 8. None	<input type="checkbox"/>	<input type="checkbox"/> 8. None	<input type="checkbox"/>

6 What is your scope and involvement in purchasing decisions for network products and services for your enterprise?

A. SCOPE (check ONE only)
Corporate/Enterprise

1. ☐ Entire Enterprise/Multiple Enterprises
 2. ☐ Multinational Enterprise
 3. ☐ Division/Multiple Divisions
 4. ☐ Department
 5. ☐ None

B. INVOLVEMENT (check ALL that apply)

1. ☐ Create Network/IT Strategy
 2. ☐ Create Short List
 3. ☐ Recommend/Specify Brand
 4. ☐ Authorize/Approve Purchase
 5. ☐ Evaluate Products/Services
 6. ☐ Determine the Need
 7. ☐ None

7 What is the estimated number of employees in your entire organization/at your location? (check ONE in each section)

A. ENTIRE ORGANIZATION

1. ☐ Over 20,000
 2. ☐ 10,000 to 19,999
 3. ☐ 5,000 to 9,999
 4. ☐ 2,500 to 4,999
 5. ☐ 1,000 to 2,499
 6. ☐ 500 to 999
 7. ☐ 499 or Less

B. AT YOUR LOCATION

1. ☐ Over 20,000
 2. ☐ 10,000 to 19,999
 3. ☐ 5,000 to 9,999
 4. ☐ 2,500 to 4,999
 5. ☐ 1,000 to 2,499
 6. ☐ 500 to 999
 7. ☐ 250 to 499
 8. ☐ 100 to 249
 9. ☐ 99 or Less

11 Which of the following hardware platforms are installed/planned in your company? (check ALL that apply)

A. SERVERS

01. ☐ IBM (Mainframes)
 02. ☐ IBM RS/6000
 03. ☐ IBM AS/400
 04. ☐ Digital/Tandem/Compaq
 05. ☐ Unisys
 06. ☐ H-P
 07. ☐ Other

B. WORKSTATIONS/DESKTOPS/LAPTOPS

01. ☐ Sun Microsystems
 02. ☐ H-P
 03. ☐ Compaq
 04. ☐ IBM
 05. ☐ Dell
 06. ☐ Gateway
 07. ☐ Fujitsu
 08. ☐ Toshiba
 09. ☐ Sony
 10. ☐ Apple
 11. ☐ Other

12 What is the estimated gross revenue of your entire company/institution? (check ONE only)

01. ☐ \$20 Billion or More
 02. ☐ \$10 Billion to \$19.9 Billion
 03. ☐ \$1 Billion to \$9.9 Billion
 04. ☐ \$500 Million to \$999.9 Million
 05. ☐ \$100 Million to \$499.9 Million
 06. ☐ \$50 Million to \$99.9 Million
 07. ☐ \$10 Million to \$49.9 Million
 08. ☐ \$5 Million to \$9.9 Million
 09. ☐ \$4.9 Million or Less
 10. ☐ None of the above

13 For which areas outside of the U.S.A. do you have purchase influence?

1. ☐ Europe
 2. ☐ Asia
 3. ☐ South America
 4. ☐ Australia
 5. ☐ Middle East
 6. ☐ Africa
 7. ☐ Canada
 8. ☐ None

Form: 0003

Please fax completed form to
847-291-4816
 or renew online at
renew.nww.com/er1003b

Submit your renewal now to avoid subscription cancellation.

NWF#: 1465949

Deliver Immediately to Addressee

CH

HOUSTON, TX 77:

- ☐ **Yes**, I want to continue to receive my **FREE** subscription to Network World, the leading industry resource for network IT executives.
- ☐ No, thank you.

Your Signature

Today's Date

R1303A

1 What is the principal business activity at your location? (check **ONE** only)

- | | |
|---|---|
| 01. <input type="checkbox"/> Manufacturing (other) | 12. <input type="checkbox"/> Education |
| 02. <input type="checkbox"/> Finance/Banking | 13. <input type="checkbox"/> Carriers/Voice/Data/ISP |
| 03. <input type="checkbox"/> Insurance/Real Estate/Legal | 14. <input type="checkbox"/> Web Hosting/HSP |
| 04. <input type="checkbox"/> Health Care Services | 15. <input type="checkbox"/> ASP/SSP/MSP |
| 05. <input type="checkbox"/> Hospitality/Entertainment/Recreation | 16. <input type="checkbox"/> Manufacturing (Computer/Communications/CBS) |
| 06. <input type="checkbox"/> Media/TV/Cable/Radio/Print | 17. <input type="checkbox"/> Resellers/VARs/VADs/Integrators/Distributors (Computer/Communications) |
| 07. <input type="checkbox"/> Retail/Wholesale Trade/Business Services | 18. <input type="checkbox"/> Other (please specify) |
| 08. <input type="checkbox"/> Transportation | |
| 09. <input type="checkbox"/> Utilities/Process Industries (Mining/Construction/Petroleum/Refining/Agriculture/Forestry) | |
| 10. <input type="checkbox"/> Government/Military | |
| 11. <input type="checkbox"/> Consulting (Independent)* | |
- *ATTN CONSULTANTS, INTEGRATORS, DISTRIBUTORS, RESELLERS: PLEASE COMPLETE FORM BASED ON ALL CLIENTS AND YOUR OWN BUSINESS NEEDS.**

2 P: What is your primary job function? (check **ONE** only)A: What additional job functions are you involved in? (check **ALL** that apply)

- | | |
|--|--|
| P 1. <input type="checkbox"/> Network Management | P 6. <input type="checkbox"/> Engineering Management/Applications Management |
| 2. <input type="checkbox"/> CIO/CTO/CSO/IS/IT/MIS/Systems Management | 7. <input type="checkbox"/> Corporate Management (CEO, COO, CFO, Pres., VP, Dir., Mgr.) |
| 3. <input type="checkbox"/> LAN Management | 8. <input type="checkbox"/> Consultant (Independent) |
| 4. <input type="checkbox"/> Datacom/Telecom Management | 9. <input type="checkbox"/> Other (please specify) |
| 5. <input type="checkbox"/> Intranet/Intranet/Web/E-Commerce Management | |

3 What is the estimated value of network equipment and services that you specify, recommend, or approve the purchase of for this location and for all other locations?**A. THIS LOCATION****B. ALL OTHER LOCATIONS**(Please print the appropriate number code on the line next to each product category. Please complete **ALL** categories A-P)

- | | | |
|-----------------------------------|--|--|
| 1. \$100 Million or More | A. <input type="checkbox"/> Large Systems (including Mainframe) | I. <input type="checkbox"/> Intranet/Extranet |
| 2. \$50 Million to \$99.9 Million | B. <input type="checkbox"/> Desktops (Microcomputers/Workstations) | J. <input type="checkbox"/> Internetworking (including Routers, Bridges) |
| 3. \$25 Million to \$49.9 Million | C. <input type="checkbox"/> Mobile (including PDAs, Wireless) | K. <input type="checkbox"/> Storage |
| 4. \$10 Million to \$24.9 Million | D. <input type="checkbox"/> Servers | L. <input type="checkbox"/> Remote Access |
| 5. \$1 Million to \$9.9 Million | E. <input type="checkbox"/> LANs | M. <input type="checkbox"/> Peripherals (including Printers) |
| 6. \$100,000 to \$999,999 | F. <input type="checkbox"/> WAN Equipment | N. <input type="checkbox"/> Software |
| 7. \$50,000 to \$99,999 | G. <input type="checkbox"/> Carrier Services | O. <input type="checkbox"/> Services/Support Services |
| 8. Under \$50,000 | H. <input type="checkbox"/> Internet/Web/E-Commerce | P. <input type="checkbox"/> Security |
| 9. None of the above | | |

4 What is the total number of sites for which you have purchase influence? (check **ONE** only)

- 1.
- ☐
- 100+ 2.
- ☐
- 50 to 99 3.
- ☐
- 20 to 49 4.
- ☐
- 10 to 19 5.
- ☐
- 2 to 9 6.
- ☐
- 1 7.
- ☐
- None

10 Please indicate the platforms that are currently installed/planned. (check **ALL** that apply)**A. CURRENTLY INSTALLED****B. PLAN TO PURCHASE****NETWORK PROTOCOLS**

- A.**
01. ☐ TCP/IP v4
02. ☐ TCP/IP v6
03. ☐ SNA/APPN/APPN/LU6.2
04. ☐ Novell IPX/SPX
05. ☐ NETBIOS/NETBUEI
06. ☐ NFS
07. ☐ Other Network Protocols

LAN/WAN ENVIRONMENT

08. ☐ Gigabit Ethernet
09. ☐ Switched Ethernet
10. ☐ Fast Ethernet
11. ☐ Ethernet
12. ☐ ATM
13. ☐ Token Ring
14. ☐ Layer 3-7 Switching
15. ☐ FDDI
16. ☐ Fibre Channel/ISCSI
17. ☐ Wireless LANs
18. ☐ Infralband
19. ☐ DSL
20. ☐ ISDN

- B.**
21. ☐ Frame Relay
22. ☐ Private Line T1, T3, OC-3, OC-12
23. ☐ Other LAN/WAN Environment

DESKTOP/SERVER OPERATING SYSTEMS

24. ☐ Windows XP
25. ☐ Windows 2000
26. ☐ Windows 95/98/ME
27. ☐ Windows NT
28. ☐ Novell NetWare 3.X, 4.X, 5.X, 6.X, 6.5, 6.0
29. ☐ Linux
30. ☐ UNIX
31. ☐ SOLARIS
32. ☐ IBM MVS/VM/ESA
33. ☐ OS/400
34. ☐ Digital VMS
35. ☐ Macintosh
36. ☐ Palm OS
37. ☐ Windows CE
38. ☐ Other Operating System

None of the above (1-38) ☐ 39. ☐**NetworkWorld RENEWAL NOTICE****You're OVERDUE to renew!**

Renew NOW with this short and easy form-or risk immediate subscription termination.

FAX your completed renewal to:

847-291-4816

or renew online at

renew.nww.com/er1303a**8** Please indicate the Web/Security/LAN/Internetworking/Wireless/Mobile/WAN Equipment/Carrier Services that you are currently involved in purchasing or plan to purchase. (check **ALL** that apply)**A. CURRENTLY INVOLVED IN PURCHASING****B. PLAN TO PURCHASE****WEB**

01. ☐ Web Servers/Software
02. ☐ Web Traffic Management
03. ☐ Electronic Commerce Tools
04. ☐ Web Development Tools/Content Mgmt.
05. ☐ Web Collaboration/Groupware
06. ☐ Web Acceleration/Caching/Load Balancing
07. ☐ Web Hosting Services
08. ☐ Portal/Intranet
09. ☐ Other Web

SECURITY

10. ☐ Firewalls
11. ☐ Anti-Virus Software
12. ☐ Public Key Encryption (PKI)
13. ☐ DES Encryption Tools
14. ☐ Authentication Tools
15. ☐ Intrusion Detection
16. ☐ Biometrics
17. ☐ VPN Equipment
18. ☐ VPN Security
19. ☐ VPN Services
20. ☐ Other Security

LANs/INTERNETWORKING

21. ☐ Fast Ethernet
22. ☐ Gigabit Ethernet
23. ☐ Layer 3-7 Switches
24. ☐ ATM Switches
25. ☐ Routers
26. ☐ Network Attached Storage (NAS)
27. ☐ Storage Area Networks (SANs)
28. ☐ Storage Backup (Optical, Disk, Tape, RAID)
29. ☐ Disaster Recovery/Business Continuity
30. ☐ Storage Resource Management
31. ☐ Network Test/Diagnostic Tools/Analyzers
32. ☐ Uninterruptible Power Supplies (UPS)
33. ☐ Network Interface Cards (NICs, PCMCIA)
34. ☐ Hubs/Intelligent Hubs/Stackable Hubs
35. ☐ Cables, Connectors, Baluns
36. ☐ Wiring/Fiber Systems
37. ☐ Network Management Systems
38. ☐ Voice over IP (VoIP) Tools
39. ☐ Other LAN/Internetworking

WIRELESS/MOBILE

40. ☐ Fixed Wireless LAN Equip/Services incl. 802.11
41. ☐ Wireless/Cell Phones
42. ☐ PDAs
43. ☐ Bluetooth
44. ☐ Mobile Data Equipment/Services
45. ☐ Other Remote/Wireless

WAN EQUIPMENT

46. ☐ Frame Relay Equipment
47. ☐ Bandwidth Managers/Shaping/QoS Tools
48. ☐ Optical Networks/Switches
49. ☐ Voice/Video over IP Gateways
50. ☐ Modems/Cable Modems
51. ☐ xDSL Products
52. ☐ Diagnostic Test Equipment
53. ☐ DSL/CSUs
54. ☐ PBXs
55. ☐ Public Network Equipment
56. ☐ Call Center Tools
57. ☐ Video Conferencing Gear
58. ☐ ISDN Equipment/Services
59. ☐ Other WAN Equipment/Services

CARRIER SERVICES

60. ☐ Internet Access Service/ISP
61. ☐ Private Lines
62. ☐ Frame Relay Services
63. ☐ ADSL/DSL
64. ☐ T-1/T-3 Services
65. ☐ ATM Services
66. ☐ Managed Services
67. ☐ LAN-Extension Services
68. ☐ OC-3/OC-12
69. ☐ Wavelength Services
70. ☐ Other Carrier Services

None of the above (1-70) ☐ 71. ☐**9** Please indicate the Systems/Peripherals/Software/Applications/Business Services that you are currently involved in purchasing or plan to purchase. (check **ALL** that apply)**A. CURRENTLY INVOLVED IN PURCHASING****B. PLAN TO PURCHASE****SYSTEMS/PERIPHERALS**

01. ☐ Laptops
02. ☐ Desktops
03. ☐ Intel-based Servers
04. ☐ RISC-based Servers
05. ☐ Applications Servers
06. ☐ Blade Servers
07. ☐ Print/Fax/Video Servers
08. ☐ Remote Access Servers
09. ☐ Mid-range Systems (including Workstations)
10. ☐ Mainframes
11. ☐ Printers
12. ☐ Network Copiers/Printers (hybrid)
13. ☐ Enclosures/Racks/Furniture
14. ☐ KVM Switches
15. ☐ Other Computers/Peripherals

SOFTWARE/APPLICATIONS

16. ☐ Web Services
17. ☐ Desktop/Server Operating Systems
18. ☐ Network/Systems Management
19. ☐ Application Management
20. ☐ SLA Management
21. ☐ Directory Services

22. ☐ E-Mail/Unified Messaging
23. ☐ Groupware
24. ☐ Database Management Systems
25. ☐ Customer & Supplier Resource Mgmt. (CRM, SCM)
26. ☐ Enterprise Resource Planning (ERP)
27. ☐ XML Tools
28. ☐ Desktop Videoconferencing
29. ☐ Middleware
30. ☐ Data Warehousing/Business Analytics/EIS
31. ☐ Enterprise Application Integration (EAI)
32. ☐ Applications Development Tools
33. ☐ Other Software/Applications

BUSINESS SERVICES

34. ☐ ASP/MSP/SSP Services
35. ☐ Systems Integration/Consulting
36. ☐ Education/Training Services
37. ☐ Other Services

None of the above (1-37) ☐ 38. ☐

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Design & Development Engineering:

- 1 ☐ Executive Management
- 2 ☐ Section/Project Management
- 3 ☐ Engineering
- 4 ☐ Technical Services Management
- 5 ☐ Technical Services
- 6 ☐ R&D Management
- 7 ☐ R&D
- 11 ☐ Other (Please describe)

13/

C What is the primary end product (or service performed) at your location? (Check ONE only)

Computers and Software

- 21 ☐ Mainframes and supercomputers
- 22 ☐ Workstations, mid-range computers and servers
- 23 ☐ Personal computers (desktop or laptop)
- 24 ☐ Other Computer Systems
- 25 ☐ Computer peripherals (displays, input, storage)
- 26 ☐ EDA Tools
- 27 ☐ Software and algorithm developers

Communications

- 28 ☐ Network-related hardware, software, routers, switches
- 29 ☐ LANs, WANs hardware/software
- 30 ☐ Wired, wireless, fiber-optic networks (including Broadband)
- 31 ☐ RF & Microwave Systems
- 32 ☐ Cellular/Consumer Phones, PCS, Pagers
- 33 ☐ PDAs and handheld units
- 34 ☐ Real Time OS/Development Tools
- 35 ☐ Other Communications systems and equipment

Consumer Electronics

- 36 ☐ Consumer electronics
- 37 ☐ Multimedia systems and components

Controls, Test and Medical Equipment

- 38 ☐ Industrial controls, motion control, robotics
- 39 ☐ Electronic instruments, ATE, test & measurement equipment
- 40 ☐ Medical devices

Automotive and Avionics

- 41 ☐ Automotive, ground vehicles
- 42 ☐ Avionics, aircraft, military/aerospace, marine

ICs and Components

- 43 ☐ ICs and semiconductors
- 44 ☐ Passive components, switches, connectors, indicators, relays
- 45 ☐ Other electronic components

Other

- 46 ☐ Contract Manufacturers
- 47 ☐ Other manufacturers incorporating electronic equipment in their end product
- 48 ☐ Independent/academic R&D laboratories
- 49 ☐ Technical/Engineering Consulting Firms
- 50 ☐ Other (please describe)

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D Which of the following do you recommend, purchase or specify? (Check ALL that apply)

ICs & Semiconductors

- 101 ☐ A/D, D/A Converters
- 102 ☐ Analog/Mixed Signals
- 103 ☐ Discrete Semiconductors
- 104 ☐ DSPs
- 105 ☐ FPGAs
- 106 ☐ Gate Arrays
- 107 ☐ Logic ICs
- 108 ☐ Memory ICs
- 109 ☐ Microprocessors/Microcontrollers
- 110 ☐ PLDs
- 111 ☐ Power Semiconductors

Components

- 112 ☐ Circuit Protection Devices
- 113 ☐ Displays
- 114 ☐ Electromechanical devices
- 115 ☐ Inductors & Transformers
- 116 ☐ Optoelectronic Devices
- 117 ☐ Resistors, Capacitors, Potentiometers
- 118 ☐ Sensors & Transducers
- 119 ☐ Switches & Relays

Packaging & Interconnects

- 120 ☐ Connectors & Assemblies
- 121 ☐ Enclosures & Packaging
- 122 ☐ Cooling Products
- 123 ☐ Cables & Cable

Power Sources

- 124 ☐ Power Supplies
- 125 ☐ Batteries

Other

- 126 ☐ Computer Boards (VMEbus, STBus, PC/104, etc.)
- 127 ☐ Software (IC Design, PCB Design, Analysis/Simulation)
- 128 ☐ Test Equipment
- 130 ☐ None of the Above (101-128)

E How many employees are at your company location? (Check ONE only)

- 61 ☐ 2500 & over
- 62 ☐ 1000-2499
- 63 ☐ 500-999
- 64 ☐ 250-499
- 65 ☐ 100-249
- 66 ☐ 50-99
- 67 ☐ 1-49

F Which of the following types of design are you involved in? (Check ALL that apply)

- 71 ☐ Analog Design
- 72 ☐ Digital Design
- 73 ☐ Software Design
- 74 ☐ Systems Design
- 76 ☐ None of the above

G Which of the following publications do you receive by mail that are personally addressed to you? (Check ALL that apply)

- 201 ☐ EE Product News
- 202 ☐ Electronic Products
- 204 ☐ None of the above

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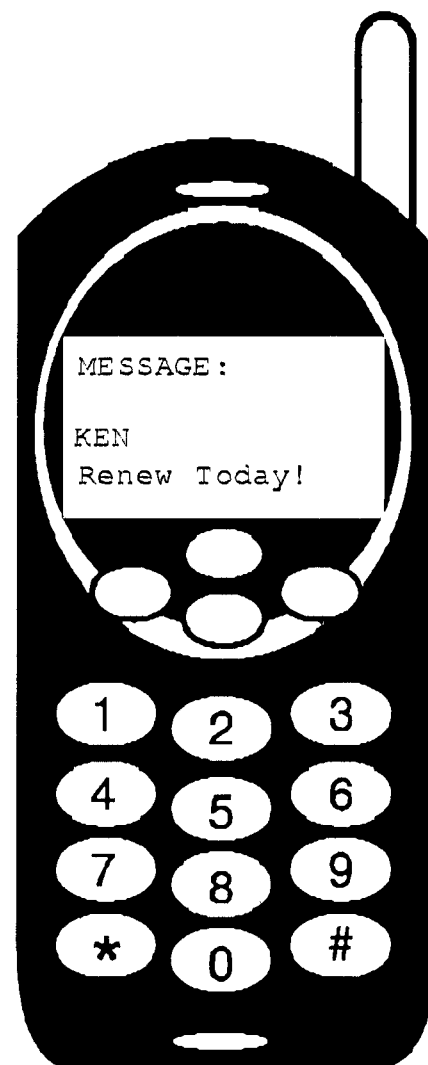
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Please Check all end products or services below:

- | | |
|---|--|
| <input type="checkbox"/> 15 Contract Manufacturers/EMS | <input type="checkbox"/> 12 Automotive Electronics |
| <input type="checkbox"/> 03 Communications Systems or Equipment | <input type="checkbox"/> 13 Semiconductors ICs/ Components
or Subassemblies |
| <input type="checkbox"/> 09 Industrial Electronic Controls System
or Equipment | <input type="checkbox"/> 17 Research, Test or Design Laboratory
or Consultant affiliated with the
manufacture |
| <input type="checkbox"/> 11 Consumer Electronic Products/
Appliances | <input type="checkbox"/> 18 Optoelectronic components/ Equipment |
| <input type="checkbox"/> 01 Computers, Data Processing or
Office Equipment | <input type="checkbox"/> 98 Other Manufactures Incorporating
electrical/ Electronic Products in
their end product (please specify) |
| <input type="checkbox"/> 04 Aviation/ Marine/ Aerospace/
Military Electronics | |
| <input type="checkbox"/> 08 Medical Electronics | |
| <input type="checkbox"/> 10 Test & Measurement Equipment | |

2. What is your primary JOB FUNCTION?

Insert one number from below here: ☐

Please Check all job functions below:

- | | |
|---|--|
| <input type="checkbox"/> 02 Process Engineering/ Manufacturing
Engineering/Production Engineering | <input type="checkbox"/> 04 Research & Development
(including management) |
| <input type="checkbox"/> 07 Corporate Management | <input type="checkbox"/> 03 Quality Control/ Quality Assurance/
Production Testing (including management) |
| <input type="checkbox"/> 06 Technical Engineering Staff (including
Field Engineering/ Technician) | <input type="checkbox"/> 98 Other (please specify) |
| <input type="checkbox"/> 01 Circuit Design, Circuit/ System
Packaging Design, other Design
(including management) | |

**3. In the performance of my job, I BUY, SPECIFY, and/or
INFLUENCE the PURCHASE of the following PRODUCTS**

(check all that apply)

A. ASSEMBLY EQUIPMENT/ MATERIALS/SERVICES

- ☐ 17 Pick and Place Equipment
- ☐ 28 Screen Printing Equipment & Accessories
- ☐ 33 Reflow Equipment
- ☐ 04 CAD/CAM Equipment and Software
- ☐ 01 Adhesive/Coating/Encapsulating
Materials
- ☐ 18 Production Materials and Equipment
- ☐ 19 Soldering Materials
- ☐ 34 Assembly Line Tools and Furniture
- ☐ 05 Cleaning Materials and Equipment
- ☐ 35 Design Services
- ☐ 36 Broad Fabrication Services
- ☐ 37 Assembly Services
- ☐ 38 Test Services
- ☐ 13 Repair/Rework/Desoldering Equipment
- ☐ 20 Soldermask Material and Equipment
- ☐ 21 Substrates/Laminates
- ☐ 06 Component Preparation/Insertion
Equipment
- ☐ 39 Hand Tools
- ☐ 40 Clean Room Material and Equipment
- ☐ 32 Dispensing Systems/Equipment
- ☐ 25 Automatic Soldering Systems
- ☐ 26 Printed Circuit Boards
- ☐ 27 Materials Handling/Conveying
Equipment
- ☐ 29 Inert Gases
- ☐ 14 Robotics
- ☐ 30 Gas Handling, Monitoring, Control
Equipment

B. INSPECTION EQUIPMENT

- ☐ 41 Laser, Vision, X-Ray
- ☐ 31 Optical Microscopes
- ☐ 10 Imaging Equipment
- ☐ 08 Test Equipment
- ☐ 42 Test Fixtures/Probes
- ☐ 22 Automated Test Equipment
- ☐ 08 Environmental/Burn-in Testers
- ☐ 23 Bare Board Testers
- ☐ 24 In Circuit Testers

D. ANTISTATIC EQUIPMENT & MATERIALS

- ☐ 43 Chemicals
- ☐ 44 Flooring
- ☐ 45 Ionizers
- ☐ 46 Shipping/Storage Materials
- ☐ 47 Wrist/Foot Straps

E. COMPONENTS

- ☐ 64 Active Components
- ☐ 65 Passive Components
- ☐ 66 Optoelectronic Components
- ☐ 67 Electromechanical Components
- None of the above (A through E) ☐ 99

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| 2. <input type="radio"/> Engineering | 6. <input type="radio"/> Purchasing |
| 3. <input type="radio"/> Design | 7. <input type="radio"/> Other |
| 4. <input type="radio"/> Plant Operation and Maintenance | |

2. What is the number of employees at this location?

(fill in only one)

- | | |
|----------------------------------|---------------------------------------|
| 1. <input type="radio"/> 1-9 | 6. <input type="radio"/> 250-499 |
| 2. <input type="radio"/> 10-19 | 7. <input type="radio"/> 500-999 |
| 3. <input type="radio"/> 20-49 | 8. <input type="radio"/> 1,000-2,499 |
| 4. <input type="radio"/> 50-99 | 9. <input type="radio"/> 2,500 & over |
| 5. <input type="radio"/> 100-249 | |

3. Primary business activity:

- ☐ Manufacturing or Processing Plant
☐ Non-Manufacturing
☐ Other (please describe) _____

4. What is the primary end product manufactured or service performed at this location? (please specify)

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Please Check all secondary end products or services below:

- | | |
|---|--|
| <input type="checkbox"/> 03 Communications Systems or Equipment | <input type="checkbox"/> 11 Consumer Electronic Products or Appliances |
| <input type="checkbox"/> 01 Computers, Data Peripherals or other Office Equipment | <input type="checkbox"/> 16 Independent Research, Test or Design Laboratory or Consultant |
| <input type="checkbox"/> 07 Military, Homeland Security or Other Government Electronics | <input type="checkbox"/> 16 Contract Manufacturer or Assembler |
| <input type="checkbox"/> 13 Automotive or Transportation Electronics | <input type="checkbox"/> 14 Other Manufactures Incorporating Electronic Products into Their End Product (please specify) _____ |
| <input type="checkbox"/> 04 Aviation or Aerospace Equipment | |
| <input type="checkbox"/> 08 Medical Electronics | |
| <input type="checkbox"/> 09 Industrial Electronic Controls, Systems or Equipment | |
| <input type="checkbox"/> 10 Test & Measurement Equipment, Instruments | <input type="checkbox"/> 88 Other (please specify) _____ |

Q2. What is your primary JOB FUNCTION?

Insert one number from below here:

Please Check all secondary job functions below:

- | | |
|---|---|
| <input type="checkbox"/> 01 Design Engineering | <input type="checkbox"/> 03 Quality Control/ Quality Assurance/ Production Testing (including management) |
| <input type="checkbox"/> 07 Design Engineering Management | <input type="checkbox"/> 05 Purchasing/Procurement (including management) |
| <input type="checkbox"/> 02 Product Engineering (including management) | <input type="checkbox"/> 98 Other (please specify) _____ |
| <input type="checkbox"/> 08 Corporate/Executive Management | |
| <input type="checkbox"/> 04 Research & Development (including management) | |

Q3. In the performance of my job, I buy, specify, and/or influence the purchase of the following products: (check all that apply)

- | | |
|---|--|
| <input type="checkbox"/> 01 Backplanes | <input type="checkbox"/> 16 Insulation Displacement Connectors (IDCs) |
| <input type="checkbox"/> 41 Backplane Connectors | <input type="checkbox"/> 48 Jacks and Plugs |
| <input type="checkbox"/> 35 Cable Assemblies, Wire Harnesses | <input type="checkbox"/> 49 Junction Boxes |
| <input type="checkbox"/> 10 Circular Connectors | <input type="checkbox"/> 18 Materials, Parts, Plastics, Insulations |
| <input type="checkbox"/> 05 Coaxial Connectors, Cable | <input type="checkbox"/> 24 Memory Card Connectors |
| <input type="checkbox"/> 12 Fiber Optic Connectors, Cable | <input type="checkbox"/> 30 Microminiature, Miniature Connectors |
| <input type="checkbox"/> 43 Optical Transceivers | <input type="checkbox"/> 50 MIL-Spec Connectors |
| <input type="checkbox"/> 22 PCB Connectors, Cardedge Connectors | <input type="checkbox"/> 51 Patch Panels |
| <input type="checkbox"/> 37 Wire Processing Equipment, Tools | <input type="checkbox"/> 21 Pins, Terminals, Splices |
| <input type="checkbox"/> 42 Smart Connectors | <input type="checkbox"/> 52 Power Connectors |
| <input type="checkbox"/> 03 Cable Connectors | <input type="checkbox"/> 34 RF Connectors |
| <input type="checkbox"/> 06 Cable Management, Cable Ties | <input type="checkbox"/> 36 SCSI Connectors |
| <input type="checkbox"/> 44 Chassis, Enclosures | <input type="checkbox"/> 27 Shielded and Filtered Connectors, Shielding |
| <input type="checkbox"/> 07 Conductive Adhesives, Epoxies | <input type="checkbox"/> 28 Sockets, Adapters |
| <input type="checkbox"/> 08 Cords, Cordsets | <input type="checkbox"/> 29 Soldering/Welding Equipment, Tools |
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